

## Glossary

<b>Act</b>	A synonym for <b>artist</b> but often used where the song is performed by more than a solo singer.
<b>AOR</b>	Adult Oriented Rock. A <b>genre</b> of popular music which is easier to listen to than <b>rock</b> and tends to have both a wider appeal than <b>rock</b> and a fan base covering a broader age range. <b>Artists</b> in this category include the Kaiser Chiefs, the Arctic Monkeys, and older bands such as Oasis and Cream.
<b>Agent</b>	Person or company who represents the interests of <b>artists</b> in dealings with <b>promoters</b> of live music events and for that purpose liaises as necessary with <b>artists</b> and their <b>managers</b> .
<b>Arena</b>	Indoor <b>venue</b> normally with a capacity above 5,000 spectators which can be configured for a wide range of types of event and audience size, whether <b>seated</b> or <b>standing</b> , and not limited to live music.
<b>Artist</b>	Performer at a live music event.
<b>Artist's manager</b>	Person who works closely with the <b>artist</b> in managing his/her career and acts as a go-between with the <b>agent</b> and <b>promoter</b> .
<b>Black box</b>	A very basic converted <b>venue</b> interior painted black and containing the amenities of; stage, dressing room, bars and toilets.
<b>Dark night</b>	An evening when a <b>venue</b> has no event.
<b>Face value</b>	The price printed on a ticket (does not include the <b>ticket agents</b> fee or mailing).
<b>Festival</b>	A large outdoor event featuring many <b>acts</b> over two to three days where the physical infrastructure is hired in and erected for the duration of the event.
<b>Genre</b>	A broad category or class of live music.
<b>Lost show</b>	A concert suitable for a particular <b>venue</b> which was instead held at a competitor's <b>venue</b> .
<b>MOR</b>	Middle of the Road. A <b>genre</b> of popular music which includes a variety of different music styles some of which would have been seen as the <b>pop</b> music of its time but all of which is considered easy listening. <b>Artists</b> include David Gray, Van Morrison, and James Blunt.
<b>Parties</b>	In this report we use 'the parties' to refer to Live Nation, Gaiety, Hamsard, Academy and all organizations with which they are under common ownership or control, 'third parties' to refer to all other organizations (including, for example, organizations that are controlled by shareholders in Academy such as SJM and Metropolis) and 'unrelated third parties' to refer to third parties

that are not linked to the parties through share ownership.

<b>Pop</b>	Pop covers music at the lighter end of the music spectrum. It is often popular with a younger audience, although catchy melodies and sentimental lyrics mean it also has wide appeal. <b>Artists</b> include Robbie Williams, Girls Aloud, and McFly.
<b>Promoter</b>	The person or company that arranges all aspects of an <b>artist's</b> tour and guarantees the expected income levels.
<b>Rate card</b>	The list of hire fees charged by a <b>venue</b> .
<b>Rock</b>	Rock tends to refer to the heavier end of the music spectrum and includes metal and thrash. <b>Artists</b> classified in this category include the Nine Inch Nails, the Darkness, and Alice Cooper.
<b>Seated</b>	A <b>venue</b> with (usually) fixed cinema/theatre-style seating.
<b>Standing</b>	A dancehall-style <b>venue</b> with little or no seating on the main ground floor.
<b>Ticket agent</b>	A third party that sells tickets for an event on behalf of the <b>artist</b> , for a fee or a percentage.
<b>The five venues</b>	The five venues owned by the <b>parties</b> in London with a maximum capacity greater than 1,000—the Carling Academy Brixton, Hammersmith Apollo, Shepherd's Bush Empire, Astoria, and the Forum.
<b>SLC</b>	Substantial lessening of competition.
<b>Urban</b>	Urban is a relatively niche but growing music <b>genre</b> that includes rap, R&B, soul, hip hop, and bhangra. <b>Artists</b> in this category include Roots Manuva, Fusion, Le Tigre, Nelly, Kayne West, and 50 Cent.
<b>Up-front buyer</b>	A suitable purchaser who is contractually committed to buy assets which the CC has required to be divested as a pre-condition of its clearance of a proposed or completed merger taking effect.
<b>Venue</b>	A permanent building either specifically designed or modified for live music events.